

Message Text

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60
ORIGIN L-03

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NSCE-00 CIAE-00 INR-07 NSAE-00 SSO-00 INRE-00 EB-07

/058 R

DRAFTED BY S/P:LEINAUDI:L/EUR:DAGANTZ:JRR

APPROVED BY T:CEMAW

ARA;HSHLAUDEMAN (SUBS)

TREAS:FMARESCA (SUBS)

ARA/AND/P:CFULLER (PHONE)

S/S:MR REDDY

----- 109975

O 242314Z AUG 76

FM SECSTATE WASHDC

TO AMEMBASSY LIMA IMMEDIATE

C O N F I D E N T I A L STATE 210469

E.O. 11652: GDS

TAGS: BD-S, EINV, EIND, EMIN, PE

SUBJECT: MARCONA: FINAL NEGOTIATING ROUND

REF: A. STATE 206994

B. LIMA 7620

FROM UNDER SECRETARY MAW

1. THOUGH WE REGRET THE ADDITIONAL WEEK'S DELAY, WE ARE
PREPARED TO COMPLETE NEGOTIATIONS AND SIGN AGREEMENT DURING
THE WEEK OF AUGUST 30 AS SUGGESTED REF. B AND ALSO CON-
FIRMED HERE BY AMBASSADOR GARCIA BEDOYA FOLLOWING AIRPORT
CONSULTATION WITH FOREIGN MINISTER DE LA PUENTE.

2. OUR TRAVEL PLANS ARE AS FOLLOWS:

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-- EINAUDI, GANTZ AND MARESCA WILL ARRIVE TUESDAY MORN-

ING, AUGUST 31, ON BRANIFF 979 AT 7:10 A.M.

-- I WILL ARRIVE LATE THE SAME DAY ON BRANIFF 903 AT
11:35 P.M.

-- IN ADDITION, AMBASSADOR DEAN HAS AGREED TO RETURN
TO LIMA TO ASSIST ME IN THIS FINAL ROUND OF NEGO-
TIATIONS. HIS FLIGHT PLANS FOLLOW SEPTEL.

3. WE ENVISAGE THE FOLLOWING PROCEDURE:

-- MARCONA, MINPECO AND CPV OFFICIALS SHOULD MAKE AN
INTENSE EFFORT TO REACH AGREEMENT ON THE PROVISIONS OF THE
SALES AND SHIPPING CONTRACTS, WHICH THEY MUST ULTIMATELY
SIGN AS AN INTEGRAL PART OF THE FINAL SETTLEMENT. THE
PURPOSE WOULD BE TO IDENTIFY AS RAPIDLY AS POSSIBLE,
CLARIFY AND REDUCE TO AN ABSOLUTE MINIMUM THOSE ISSUES
THAT WILL HAVE TO BE SUBMITTED TO ME AND THE MINISTERS
FOR RESOLUTION. MEMBERS OF MY TEAM WILL BE AVAILABLE TO
PARTICIPATE IN THESE TECHNICAL MEETINGS, SHOULD THAT BE
NECESSARY, BEGINNING TUESDAY MORNING.

-- I WOULD BE AVAILABLE TO MEET WEDNESDAY AFTERNOON
OR THURSDAY MORNING WITH THE PRIME MINISTER, THE FOREIGN
MINISTER, AND THE OTHER MINISTERS CONCERNED TO ATTEMPT TO
RESOLVE ALL PENDING SUBSTANTIVE ISSUES.

-- I WOULD, OF COURSE, ALSO BE AVAILABLE SHOULD THE
FOREIGN MINISTER WANT TO MEET WITH ME BEFOREHAND OR AT ANY
OTHER TIME.

-- WE MUST BE CAREFUL TO ALLOW SUFFICIENT TIME THURS-
DAY AND FRIDAY FOR THE REPRESENTATIVES OF MARCONA, MINPECO
AND CPV TO TRANSLATE OUR FINAL AGREEMENTS INTO COMPLETED
CONTRACTS.

-- I EXPECT TO LEAVE SATURDAY EVENING, SEPTEMBER 4.

4. ACTION REQUESTED: PLEASE COMMUNICATE SPECIFIC
SCENARIO AS INDICATED PARAS 2 AND 3 ABOVE IMMEDIATELY TO
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DE LA PUENTE OR MARCHAND AS WELL AS BROUSSET. WE HAVE SO
FAR INFORMED GARCIA BEDOYA HERE ONLY IN THE MOST GENERAL
OF TERMS.

5. IN ADDITION TO OTHER POSSIBLE GOP REACTIONS, WE
WOULD PARTICULARLY APPRECIATE RECEIVING EARLY CONFIRMATION
OF SCHEDULE FOR THE CONTRACT DISCUSSIONS. THE SHIPPING
AND SALES CONTRACTS SHOULD PROBABLY BE CONSIDERED SEQUEN-

TIALLY, POSSIBLY A DAY AT A TIME, PERHAPS WITH CPV FIRST,
AND THEN MINPECO. THE GOP SHOULD DECIDE WHAT PROCEDURE
SEEMS BEST. WE ASSUME THAT, AUGUST 30 BEING A PERUVIAN
HOLIDAY, CONTRACT TALKS COULD NOT START BEFORE TUESDAY
MORNING, AUGUST 31. BUT MARCONA REPRESENTATIVES WOULD BE
PREPARED TO BEGIN MONDAY. PLEASE ADVISE ASAP.

6. GROUP PLEASED TO ACCEPT AMBASSADOR'S INVITATION
(REITERATED HERE) TO STAY AT RESIDENCE. KISSINGER

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